

## Message Text

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15

ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 044557

R 090808Z OCT 75

FM AMEMBASSY KUWAIT  
TO SECSTATE WASHDC 3804  
INFO USDOC WASHDC  
AMEMBASSY ABU DHABI  
AMEMBASSY AMMAN  
AMEMBASSY BEIRUT  
AMCONSUL DHAHRAN  
AMEMBASSY DOHA  
AMEMBASSY JIDDA  
AMEMBASSY MANAMA  
AMEMBASSY MUSCAT  
AMEMBASSY NEW DELHI  
AMEMBASSY TEHRAN  
USINT BAGHDAD

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COMMERCE FOR CAGNE

E.O. 11652: N/A

TAGS: EAID, BEXP, KUBN US, IN, USIRJC

SUBJECT: US-INDIAN COMMERCIAL COOPERATION

1. INDIAN COMMERCIAL ATTACHE CALLED ON ECONCHIEF RECENTLY  
AND SHOWED HIM COPY OF OFFICIAL CABLE FROM INDIAN MINISTRY  
OF COMMERCE MARKED "CONFIDENTIAL/MOST IMMEDIATE". CABLE  
REFERRED TO ECON/COMMERCIAL SUB-COMMITTEE OF INDO-US JOINT  
COMMISSION AND MENTIONED MEETING HELD IN JANUARY 1975 ON

SUBJECT OF COLLABORATION BETWEEN INDIAN AND US FIRMS IN  
THIRD COUNTRIES. CABLE WENT TO ADDRESSEE COUNTRIES, EXCEPT  
IRAN.

2. INDIAN CONOFF REQUESTED EMBASSY'S COOPERATION IN BRINGING  
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TO ATTENTION US FIRMS WHICH WIN MAJOR CONTRACTS HERE POSSI-

BILITY OF COLLABORATING WITH INDIAN FIRMS. HE SAID SUCH COLLABORATION ALREADY EXISTS WITH CURTISS-WRIGHT, SIEMENS AND BELGIAN, FRENCH AND DUTCH COMPANIES THAT HAVE WON IMPORTANT CONSTRUCTION CONTRACTS IN KUWAIT. HE SAID INDIAN FIRMS REALIZE THEY HAVE VIRTUALLY NO HOPE OF COMPETING AGAINST MAJOR FIRMS FROM US, EUROPE OR JAPAN FOR PRIME CONTRACTS, BUT THEY CAN OFTEN PLAY HELPFUL ROLE IN SUB-CONTRACTS BECAUSE OF LOWER COSTS AND/OR GEOGRAPHICAL ADVANTAGES.

3. ECONCHIEF SAID HE WOULD KEEP POINTS MADE BY INDIAN COLLEAGUE IN MIND, AND SUGGESTED THAT GOI COULD MONITOR REGIONAL DEVELOPMENTS MORE SYSTEMATICALLY BY KEEPING IN CLOSE TOUCH WITH CAGNE. FYI THIS INFO PASSED TO CAGNE DIRECTOR HALE DURING HIS RECENT VISIT HERE. END FYI. IN ADDITION SUGGESTED HE ADVISE INDIAN EMBASSY WASHINGTON TO DISCUSS MATTER WITH NEA/ARP IN DEPARTMENT.

4. COMMENT: WOULD BE INTERESTING TO KNOW WHETHER UNDER TERMS INDO-US JOINT COMMITTEE USG BELIEVES ANY SPECIAL EFFORT SHOULD BE MADE WITH RESPECT TO INDIANS. AS PRACTICAL MATTER THERE IS CONSIDERABLE INTEREST AMONG POTENTIAL SUB-CONTRACTORS IN WORK BEING DONE HERE BY US FIRMS. MOREOVER, THERE PROBABLY WILL BE OCCASIONS WHEN INDIAN AND AMERICAN FIRMS CAN WORK TOGETHER HERE TO EACH OTHERS' MUTUAL BENEFIT. UNLESS MATTER SHOULD BE HANDLED OTHERWISE, WE SHALL KEEP THIS IN MIND IN DISCUSSING DOING BUSINESS HERE WITH US FIRMS AND AS NECESSARY OR DESIRABLE DIRECT THEM TO INDIAN EMBASSY FOR WHATEVER ASSISTANCE OR INFORMATION IT CAN PROVIDE. END COMMENT.

5. ON OTHER MATTER, INDIAN CONOFF SAID KUWAIT FUND PROBABLY WOULD PROVIDE LOAN FOR KALINADI POWER PROJECT IN MYSORE. HOWEVER, HE SAID GOI HAD NO NEED FOR FOREIGN EXCHANGE SINCE ALL EQUIPMENT AND LABOR WAS FROM WITHIN INDIA. NEVERTHELESS, KUWAIT FUND RELUCTANT TO GIVE CASH TO GOI EXCEPT TO USE ON PROJECT. THEREFORE, WHILE AGREEMENT IN PRINCIPLE EXISTS TO HAVE KUWAIT FUND ASSIST INDIANS WITH MAJOR PROJECT, SOME WORK REMAINS TO BE DONE WITH RESPECT TO MODALITIES OF IMPLEMENTING LOAN.

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STOLTZFUS

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NNN

## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** ECONOMIC COOPERATION, MEETINGS, BUSINESS FIRMS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 09 OCT 1975  
**Decaption Date:** 01 JAN 1960  
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**Disposition Date:** 28 MAY 2004  
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